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VARNISH FACTS

WORTH KNOWING

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Varnish Facts Worth Knowing

TRADE MARK

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TO the yachtsman, the architect, the boat or carriage builder, the painter and wood finisher who wants to know more about Varnish, this little book is respectfully dedicated.

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Edwin H. Haven, N. Y.

HOW delicately nature works out her own artistic creations, yet nature never does for man what man can do for himself. Did you ever notice a piece of quartered oak as it comes smooth sandpapered from the mill? How gray and lifeless it is. The curious

"Best Finish for Spars."

"It is a matter of importance that spars should receive the best possible varnish finish, and I have found nothing which in my opinion equals your Spar Coating for the purpose."

THE WHITESTONE HOLLOW SPAR & BOAT CO.

Successors to Spalding St. Lawrence Boat Co.

J. G. Fraser, Manager.

Whitestone Landing, L. I.

markings formed by the growth of the tree, the layers of wood fiber piled one against the other are all there, but you cannot see them.

Varnish is needed to bring out the full and true beauty of the wood, to reveal its grain and show distinctly the beautiful

"Excel Others."

"We have been users of your varnishes for a number of years and we have found very satisfactory results from them."

R. C. MOORE,

Designers and Builders of Gasoline and Electric Launches,

Wayzata, Minn.

figures which nature has wrought for our delight.

It is varnish that gives the mirror like luster to the surface of a carriage or railroad car; that adds beauty to your furniture, that in a thousand and one ways contributes to the joy of living.

"For Fine Residences."

But varnish does more than

"Your I. X. L. Varnishes, which were used on one of the finest residences built in our city this year, gave satisfaction in every particular."

BAZILLE & PARTRIDGE (Inc.),
Painters and Decorators,
St. Paul, Minn.

that, it not only beautifies the surface to which it is applied but by sealing it in an impervious air and moisture tight envelope, it preserves the structure of the material and adds durability to it. Varnish keeps the spars of the yacht from cracking and splitting; preserves the cabins and upper

"Stand Salt Water Best."

"It was back in 1883 that I was first persuaded to try Edward Smith & Company's Spar Coating, and am still using it, and although I have tried several manufactures of Spar Varnish, none of them stand the sun and salt water exposure, and come through a season's wear in better shape."

JOHN COLTER,
Boat Builder and Storage Yard,
Dorchester, Mass.

works, the front door and other woodwork of the house to which it may be applied.

The measure of this added durability and protection is determined by the quality of the varnish.

Some varnishes are good—made of the best quality of mate-

"Superior to Any."

"It is over twenty years since we began using your Spar Coating. We have found it superior to any we have tried."

CHAS A. BORDEN & SON,
Yacht and Boat Designers and Builders,
Boston, Mass.

rial, properly proportioned, good honest varnishes that possess extreme durability and afford the maximum of protective power—varnishes that hold their luster, and neither grow dim nor crack prematurely. Such varnishes are those manufactured by Edward Smith & Company.

"Best for Boats."

"We have used some of your Spar Coating during the past season and we are convinced it is the best varnish for outside work on boats that can be procured."

O. SHELDON CO.,
Builders and Dealers in Boats and Launches,
Boston, Mass.

No varnish will dry properly if applied in a cold or damp atmosphere. Don't expect to get good results if the finishers have to work in cold rooms in winter time, or if the windows are left open on a damp or foggy day even in summer. Varnish needs a temperature of at least seventy

"Always Reliable."

"I have used your Varnishes and Japans without a break since 1886. Your goods are always reliable and I have never found anything to take the place of them although I have tried many."

C. O. DOUVILLE,

Greenfield, Mass.

degrees, to dry properly. The freshly varnished surfaces must not be allowed to become chilled by the night air. At any season of the year, keep the windows closed, while varnishing, to avoid draughts.

"A Boat Builder's Testimony."

Don't expect the finishers to produce good results if they are

"Spar Coating has stood up to every requirement. In working and drying qualities it is excellent."

W. J. EDWARDS,
City Point, South Boston, Mass.

compelled to use varnish in a room where carpenters or other mechanics are working. The dust will cling to the surface of the varnish and mar its appearance. Dust on the undercoats will hurt the looks of the last coat. Before varnishing, all the woodwork of the room should be completed,

"Leaders."

"I can say with knowledge and good faith that I consider your goods leaders."

F. D. JOHNSON,
Peace Dale, R. I.

the floors swept and lightly sprinkled with water to lay the dust.

Don't expect varnish to hold its gloss if it is applied on damp or unseasoned lumber.

"Best Results."

Don't use a varnish intended for interior finish on woodwork exposed to the weather. Don't

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"I have used I. X. L. No. 1 and I. X. L. Floor Finish for a number of years and find them to give the best results."

E. A. RALSTON,
Practical Painter,
Hamilton, Ohio.

use anything but a specially made, hard wearing varnish on floors.

Given the proper conditions and a good varnish, selected for the purpose intended, and skilled mechanics to apply it, you are sure to get good results.

To insure permanent satisfac-

"All your varnishes, dryers and shellac are the best that I ever used."

GEO. D. MANSIR,
Boat Builder,
Neponset, Mass.

tion, these are the varnishes that should be used.

For all work exposed to the weather or subject to great variations in temperature and severe atmospheric conditions:

"Uniform Quality."

Edward Smith & Company's

SPAR COATING.

"I have used your Spar Varnish for five years and have always found the quality uniform and wearing qualities excellent."

J. H. FRAZIER,
Yacht and Boat Builder,
Marblehead, Mass.

"I know enough to stick to a good thing when I have it. I have used *only* Edward Smith & Company's Spar Varnish and Spar Undercoating for many years. Six hundred small boats and canoes, so far for 1903, and no complaints."

J. H. RUSHTON,
Canton, N. Y.

"Knows a Good Thing When He Finds It and Sticks to It."

"Satisfied Customer Since 1843."

"The enclosed document fully identifies the first transaction in September, 1843. . . . During all this long period that our Senior has had business relations with your house there has never arisen anything to mar the kindly feeling that has always existed, and his memories of the connection, we can assure you, are all pleasant ones."

Yours very truly,

L. W. CARROLL & SON,

Dealers in Dye Stuffs, Paints, Oils, Glass, Etc.

Norwich, Conn.

March 13, 1899.

Other varnishes may be made of good materials, but lack of experience on the part of the manufacturer has resulted in improper proportioning of the gums and oils that go to make up the varnish, or improper blending of the different grades or kinds of gum to produce a varnish best adapted

"Stands Hard Exposure."

"Your Spar Coating stands all through the season, on our deck house and spars, coming out in the Fall looking solid and but little dimmed after the hardest kind of exposure."

Capt. J. K. GRAY,
Steam Yacht Duchess,
Quincy, Mass.

to the use to which this particular varnish is to be put. Or the manipulation of the materials during the processes of manufacture may not have been exactly right. Honest intentions on the part of the manufacturer have failed to produce satisfactory results.

Edward Smith & Company

"Best Varnish for Boat Work."

"I have used your varnish for a number of years and am thoroughly convinced that it is the best varnish for boat work. This fact was especially demonstrated in the case of 'Minnesota,' which was finished in natural wood with Spar Coating, and, while she was kept in the water most of the time, the varnish never turned white. That is more than I can say of any other varnish."

GUS AMUNDSON,
Designer and Builder Boats and Yachts,
White Bear Lake, Minn.

have been manufacturing high grade varnishes since 1827. More than three-quarters of a century's experience goes into every package.

Again there are other manufacturers who may know how to make good varnish, but who think it more profitable to cater to a

"Superiority."

"My experience with your products has very conclusively proved their superiority to other varnishes."

V. P. BUCKLEY,
San Francisco, Cal.

"We have sold your varnish for quite a number of years and it has given satisfaction to our customers."

S. P. BLACKBURN & CO.,
Ship Chandlery and Engineer's Supplies,
Boston, Mass.

demand for cheapness. They use common materials instead of the more expensive grades of copal, linseed oil and turpentine. And there are painters who, preferring cheapness to quality, buy such varnishes, well knowing that their luster will not be permanent and that the varnished surface

"Extremely Satisfactory."

"I have used your Spar Coating and I. X. L. No. 1 for the past six years, and have always found them extremely satisfactory. I. X. L. rubs exceptionally nice."

NEIL M. MUIRHEAD,
Bridgeport, Conn.

will soon begin to perish. And when the owner becomes dissatisfied with the appearance of the house interior, the yacht, the furniture, or what not, finished with such an apology for varnish, it costs far more to clean it off—if indeed it can be cleaned off—than the extra cost of the good

"Well Pleased, Quality Never Changes."

"I have used your Spar Coating, I. X. L. No. 1 and Pale Japan Dryer over twelve years and I am well pleased with them in all respects."

C. H. SMITH,
Builder of Yachts and Boats,
Noank, Conn.

varnish. There's no economy in the use of cheap varnishes.

The name of Edward Smith & Company is never found on packages of varnish of this inferior quality. We value the reputation we have won by seventy-seven years of honest varnish making too highly to risk

"Satisfactory Varnishes."

"The varnishes that I have been buying from you for some time past have given perfect satisfaction."

J. W. DOAN,
Coatesville, Pa.

"Your Spar and Coach Varnishes are all right."

S. H. BICKFORD,
Fitchburg, Mass.

its loss by placing our name or trade-mark on any material that experience has taught us will surely prove unsatisfactory.

But even the best of varnishes may fail to give satisfaction by reason of improper treatment at the hands of the wood finisher, or by use under conditions that

"The Standard."

"I have used your Spar Coating, also your I. X. L. No. 1, twenty years. For thorough reliability in the finest class of yacht and boat work, your varnish is the standard for me."

AMBROSE A. MARTIN,
Yacht and Boat Builder,
East Boston, Mass.

will injure any varnish, no matter how carefully or honestly it may be made.

Good varnish is a material that is sensitive to unfavorable conditions. Although it gives far better results than poor varnish, when it is properly treated, it resents careless manipulation.

"No Complaint in Ten Years Use."

"We have used your Spar Coating on our yacht blocks for over ten years and have found it thoroughly satisfactory in every respect."

WALTER COLEMAN & SONS,
Manufacturers of Tackle Blocks,
Providence, R. I.

"Having used your Spar Coating under the usual severe conditions of sea and coast service, gladly testify to its excellent wearing qualities and fine appearance."

JOHN E. THOMPSON,
Steamer Harriet.

WM. F. KIRBY,
Sloop Shannon.

FRED PERRY,
Schooner Ingomar.

"What Three Yacht Captains Say."

For interior finish of houses, yachts and other structures, Edward Smith & Company's

I. X. L. PRESERVATIVE COATINGS.

For floors, Edward Smith & Company's

"I. X. L. Floor Finish Satisfactory."

I. X. L. FLOOR FINISH

"I have used your I. X. L. Floor Finish for several years and can truthfully say that I cannot recall a case where it has not given perfect satisfaction."

CHAS. W. WANNER,
House Painter,
Reading, Pa.

For white or cream enamel work in buildings or on yachts, steamships, etc., Edward Smith & Company's

STRUCTURAL ENAMELS.

Summing up the entire testimony of those who have used

them, the verdict is that Edward Smith & Company's Varnishes and Preservative Coatings are unexcelled and always give satisfaction.

Seventy-Seven Years' Experience

1827

1904

TRADE MARK

This trade-mark for quality.
Yours for satisfaction

Edward Smith & Company

VARNISH MAKERS AND COLOR GRINDERS

45 Broadway, New York
59 Market Street, Chicago, Ill.

ESTABLISHED EIGHTEEN TWENTY-SEVEN

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